Message Text

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TO USDOC WASHDC

INFO SECSTATE WASHDC 665

UNCLAS STOCKHOLM 2197

E.O. 11652: N/A TAGS: BTRA, SW

SUBJECT: COMMERCIAL INVITATION: US VISIT OF MR. ERIK L. LENNART-

SSON OF SAAS INSTRUMENT AB

1. WE HAVE ISSUED A COMMERCIAL INVITATION TO MR. ERIK L. LENNARTSSON OF SAAS INSTRUMENT AB, BOX 42115, S-126 12 STOCKHOLM 42.

- 2. MR. LENNARTSSON WILL VISIT THE NEW YORK DISTRICT OFFICE ON JUNE 9 OR 10. HE IS NOT INTERESTED IN APPOINTMENTS AT THIS TIME BUT WOULD LIKE TO GET THE NAMES OF US MANUFACTURERES OF ISOTOPE LABORATORY EQUIPMENT, COMPUTER SYSTEMS FOR AUTOMATIC CONTROL, AND CAMAC DATA SYSTEMS AND PERIPHERALS-PREFERABLY COMPANIES SEEKING A SCANDINAVIAN AGENT- AND DISCUSS THE MARKET IN GENERAL WITH SOMEONE AT THE DISTRICT OFFICE. MR. LENNARTSSON PLANS TO RETURN TO THE US IN THE FALL AND WILL THEN FOLLOW UP ON THE LEADS HE HOPES TO GET. APPROPRIATE ASSISTANCE WOULD BE APPRECIATED.
- 3. SAAS INSTRUMENT AB WAS ESTABLISHED IN 1951, HAS SHARE CAPITAL OF SKR 90 THOUSAND AND ANNUAL TURNOVER OF APPROXIMATELY SKR 10 MILLION. SALES AREAS: SWEDEN (90 PERCENT) AND OTHER SCANDINAVIAN COUNTRIES (10 PERCENT). CUSTOMERS: RESEARCH INSTITUTES, UNIVERSITIES, HOSPITALS, AND PHARMACEUTICAL INDUSTRIES. LOCAL CREDIT SOURCES REPORT THAT THE UNCLASSIFIED

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COMPANY IS FINANCIALLY SOUND AND THAT BUSINESS OBLIGATIONS HAVE BEEN MET SATISFACTORILY.

4. MR. LENNARTSSON WILL ARRIVE IN THE US AROUND JUNE 2. HIS MAILING ADDRESSES WILL BE: C/O NMC, INDIANAPOLIS, IN (JUNE 3-4) AND NEW YORK HILTON, NY (JUNE 9-10). PERRY

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Message Attributes

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